

Message Text

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ACTION EUR-12

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COMMERCE FOR BEWT/TDAD

EO 11652N/A
TAGS: BTIO BDIS PL
SUBJ: PEZETEL NEGOTIATIONS WITH SPITFIRE HELICOPTERS
AND ENSTROM HELICOPTERS

REF: USDOC 9025

1. AN EMBASSY OFFICER CALLED ON STANISLAW FERENSTEIN
DIRECTOR OF PEZETEL, ON MAY 17 TO DISCUSS THE POINTS
RAISED IN REF CONCERNING PEZETEL'S NEGOTIATIONS WITH
SPITFIRE AND ENSTROM FOR CO-PRODUCTIONS OF HELICOPTERS.
FERENSTEIN CONFIRMED THAT PEZETEL HAS DECIDED TO DISCONTINUE
ITS JOINT-DESIGN PROGRAM WITH SPITFIRE. HE EXPLAINED THAT
SPITFIRE LACKED ADEQUATE PRODUCTION FACILITIES IN THE U.S.
TO LAUNCH PROPERLY A CO-PRODUCTION PROGRAM. A MINIMUM
OF FIVE YEARS, HE SAID, WOULD HAVE BEEN REQUIRED BEFORE
STARTING PRODUCTION UNDER ANY AGREEMENT WITH SPITFIRE.
FERENSTEIN ADDED THAT PEZETEL COULD NOT AGREE TO MOUNTING
THE FRANKLIN ENGINE ON A RELATIVELY SMALL FOUR-PASSENGER
HELICOPTER AS PROPOSED BY SPITFIRE.

2. FERENSTEIN SAID ENSTROM HAD
SUBMITTED PROPOSALS FOR PRODUCTION OF A LARGER
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HELICOPTER AND FOR EXPANDING RAPIDLY ENSTROM'S
CURRENT PRODUCTION FACILITIES IN THE U.S. HE
CONFIRMED THAT ENSTROM HAD EXPRESSED CONCERN TO MELEX
THAT POSSIBLE COOPERATION BETWEEN PEZETEL AND SPITFIRE
MIGHT BE IN VIOLATION OF ENSTROM'S PATENTS. HE DID
NOT, HOWEVER, RECALL WHETHER THIS POINT HAD BEEN MADE
IN THE LETTER TO MELEX OR OVER THE PHONE. FERENSTEIN

SAID THAT, IN ANY CASE, PEZETEL HAD REJECTED THE POSSIBILITY OF SUCH A CONFLICT AND HAD BASED ITS DECISION STRICTLY ON THE COMMERCIAL POINTS DESCRIBED ABOVE. FERENSTEIN SAID HE PLANNED TO SEE THE PRESIDENT OF ENSTROM DURING THE PARIS AIR SHOW AND TO CONTINUE TALKS AFTER THAT IN POLAND.

3. THE EMBASSY OFFICER THANKED FERENSTEIN FOR THIS THOROUGH DESCRIPTION OF PEZETEL'S NEGOTIATIONS AND SUGGESTED THAT, IN ORDER TO AVOID A POSSIBLE MISUNDERSTANDING, HE MIGHT WISH TO EXPLAIN FURTHER TO SPITFIRE THE GROUNDS FOR THE NEGATIVE DECISION.
DAVIES

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